

CLAIMS

1 1. An improved management decision support system, including a computer
2 system having memory and resources, a retail demand forecasting program applying
3 one or more forecasting approaches, running on the computer system and generating
4 output, and a set of analysis programs, running on the computer system and utilizing
5 the output, said analysis programs generating at least one of (a) order of goods from a
6 supplier-related data, (b) allocation of the goods to be shipped by the supplier-related
7 data, or (c) distribution of goods to selling locations-related data, the improvement
8 comprising:

9 a presentation demand calendar utilized by the forecasting program to generate
10 the output, said presentation demand calendar associating with a plurality of
11 good-selling location pairs, data including a good identifier, a selling location
12 identifier, and one or more presentation quantities each associated with a start
13 date and a stop date; and

14 one or more additional analysis programs in the set of analysis programs
15 generating at least two of:

16 open to buy analysis;

17 markdown management analysis;

18 promotional planning or forward buying;

19 bottom-up planning analysis; or

20 top-down planning analysis.

1 2. The improvement of claim 1, wherein the start date and the stop date are
2 implicitly associated with a memory location in which the presentation quantity is
3 stored.

1 3. The improvement of claim 1, wherein the start date and the stop date are
2 explicitly stored.

1 4. The improvement of claim 1, wherein the start dates and stop dates for the
2 one or more presentation quantities define non-overlapping periods.

1 5. The improvement of claim 1, wherein the start dates and stop dates for the
2 one or more presentation quantities define overlapping periods.

1 6. The improvement of claim 1, wherein the good identifier associated with
2 good-selling location pairs includes a good number and a good description.

1 7. The improvement of claim 1, further including a good description table
2 associated with the good identifier.

1 8. The improvement of claim 1, wherein the selling location identifier associated
2 with good-selling location pairs includes a selling location number and a selling
3 location description.

1 9. The improvement of claim 1, further including a selling location description
2 table associated with the selling location identifier.

1 10. The improvement of claim 1, wherein the set of analysis programs is adapted
2 to basic retail goods.

1 11. The improvement of claim 1, wherein the set of analysis programs is adapted
2 to seasonal retail goods.

1 12. The improvement of claim 1, wherein the set of analysis programs is adapted
2 to fashion retail goods.

1 13. The improvement of claim 1, wherein the set of analysis programs operate on
2 daily or more frequent period forecasts.

1 14. The improvement of claim 1, wherein the set of analysis programs operate on
2 weekly forecasts.

1 15. The improvement of claim 1, wherein the set of analysis programs operate on
2 pairings of individual goods in individual selling locations.

1 16. The improvement of claim 1, wherein the set of analysis programs operate on
2 groups of goods in individual selling locations.

1 17. The improvement of claim 1, wherein the set of analysis programs operate on
2 individual goods in groups of selling locations.

1 18. The improvement of claim 1, wherein the set of analysis programs operate on
2 groups of goods in groups of selling locations.

1 19. The improvement of claim 1, wherein the analysis is displayed on a monitor
2 in communication with the computer system.

1 20. The improvement of claim 1, wherein the analysis is saved in a spreadsheet
2 file format.

1 21. The improvement of claim 1, wherein the analysis is printed on paper,
2 microfiche or optical media.

1 22. The improvement of claim 1, wherein the analysis is distributed by e-mail or
2 other messaging facility.

1 23. The improvement of claim 1, wherein the analysis is utilized by as input to an
2 additional process.

1 24. An improved management decision support system, including a computer
2 system having memory and resources, a retail demand forecasting program applying
3 one or more forecasting approaches, running on the computer system and generating
4 output, and a set of analysis programs, running on the computer system and utilizing
5 the output, said analysis programs generating at least one of (a) order of goods from a
6 supplier-related data, (b) allocation of the goods to be shipped by the supplier-related
7 data, or (c) distribution of goods to selling locations-related data, the improvement
8 comprising:

9 a presentation demand calendar utilized by the forecasting program to generate
10 the output, said presentation demand calendar associating with a plurality of
11 good-selling location pairs, data including a good identifier, a selling location
12 identifier, and one or more presentation quantities associated with a start date and
13 a stop date; and

14 an additional analysis program in the set of analysis programs generating data
15 reported in open to buy reports.

1 25. The improvement of claim 24, wherein the start date and the stop date are
2 implicitly associated with a memory location in which the presentation quantity is
3 stored.

1 26. The improvement of claim 24, wherein the start date and the stop date are
2 explicitly stored.

1 27. The improvement of claim 24, wherein the start dates and stop dates for the
2 one or more presentation quantities define non-overlapping periods.

1 28. The improvement of claim 24, wherein the start dates and stop dates for the
2 one or more presentation quantities define non-overlapping periods.

1 29. The improvement of claim 24, wherein the good identifier associated with
2 good-selling location pairs includes a good number and a good description.

1 30. The improvement of claim 24, further including a good description table
2 associated with the good identifier.

1 31. The improvement of claim 24, wherein the selling location identifier
2 associated with good-selling location pairs includes a selling location number and a
3 selling location description.

1 32. The improvement of claim 24, further including a selling location description
2 table associated with the selling location identifier.

1 33. The improvement of claim 24, wherein the set of analysis programs is
2 adapted to basic retail goods.

1 34. The improvement of claim 24, wherein the set of analysis programs is
2 adapted to seasonal retail goods.

1 35. The improvement of claim 24, wherein the set of analysis programs is
2 adapted to fashion retail goods.

1 36. The improvement of claim 24, wherein the set of analysis programs operate
2 on daily or more frequent period forecasts.

1 37. The improvement of claim 24, wherein the set of analysis programs operate
2 on weekly forecasts.

1 38. The improvement of claim 24, wherein the set of analysis programs operate
2 on pairings of individual goods in individual selling locations.

1 39. The improvement of claim 24, wherein the set of analysis programs operate
2 on groups of goods in individual selling locations.

1 40. The improvement of claim 24, wherein the set of analysis programs operate
2 on individual goods in groups of selling locations.

1 41. The improvement of claim 24, wherein the set of analysis programs operate
2 on groups of goods in groups of selling locations.

1 42. The improvement of claim 24, wherein the analysis is displayed on a monitor
2 in communication with the computer system.

1 43. The improvement of claim 24, wherein the analysis is saved in a spreadsheet
2 file format.

1 44. The improvement of claim 24, wherein the analysis is printed on paper,
2 microfiche or optical media.

1 45. The improvement of claim 24, wherein the analysis is distributed by e-mail or
2 other messaging facility.

1 46. The improvement of claim 24, wherein the analysis is utilized by as input to
2 an additional process.

47. An improved management decision support system, including a computer system having memory and resources, a retail demand forecasting program applying one or more forecasting approaches, running on the computer system and generating output, and a set of analysis programs, running on the computer system and utilizing the output, said analysis programs generating at least one of (a) order of goods from a supplier-related data, (b) allocation of the goods to be shipped by the supplier-related data, or (c) distribution of goods to selling locations-related data, the improvement comprising:

a presentation demand calendar utilized by the forecasting program to generate the output, said presentation demand calendar associating with a plurality of good-selling location pairs, data including a good identifier, a selling location identifier, and one or more presentation quantities associated with a start date and a stop date; and

an additional analysis program in the set of analysis programs generating data reported in markdown management reports.

48. The improvement of claim 47, wherein the start date and the stop date are implicitly associated with a memory location in which the presentation quantity is stored.

49. The improvement of claim 47, wherein the start date and the stop date are explicitly stored.

50. The improvement of claim 47, wherein the start dates and stop dates for the one or more presentation quantities define non-overlapping periods.

51. The improvement of claim 1, wherein the start dates and stop dates for the one or more presentation quantities define non-overlapping periods.

52. The improvement of claim 47, wherein the good identifier associated with good-selling location pairs includes a good number and a good description.

53. The improvement of claim 47, further including a good description table associated with the good identifier.

1 54. The improvement of claim 47, wherein the selling location identifier
2 associated with good-selling location pairs includes a selling location number and a
3 selling location description.

1 55. The improvement of claim 47, further including a selling location description
2 table associated with the selling location identifier.

1 56. The improvement of claim 47, wherein the set of analysis programs is
2 adapted to basic retail goods.

1 57. The improvement of claim 47, wherein the set of analysis programs is
2 adapted to seasonal retail goods.

1 58. The improvement of claim 47, wherein the set of analysis programs is
2 adapted to fashion retail goods.

1 59. The improvement of claim 47, wherein the set of analysis programs operate
2 on daily or more frequent period forecasts.

1 60. The improvement of claim 47, wherein the set of analysis programs operate
2 on weekly forecasts.

1 61. The improvement of claim 47, wherein the set of analysis programs operate
2 on pairings of individual goods in individual selling locations.

1 62. The improvement of claim 47, wherein the set of analysis programs operate
2 on groups of goods in individual selling locations.

1 63. The improvement of claim 47, wherein the set of analysis programs operate
2 on individual goods in groups of selling locations.

1 64. The improvement of claim 47, wherein the set of analysis programs operate
2 on groups of goods in groups of selling locations.

1 65. The improvement of claim 47, wherein the analysis is displayed on a monitor
2 in communication with the computer system.

1 66. The improvement of claim 47, wherein the analysis is saved in a spreadsheet
2 file format.

- 1 67. The improvement of claim 47, wherein the analysis is printed on paper,
2 microfiche or optical media.
- 1 68. The improvement of claim 47, wherein the analysis is distributed by e-mail or
2 other messaging facility.
- 1 69. The improvement of claim 47, wherein the analysis is utilized by as input to
2 an additional process.

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70. An improved management decision support system, including a computer system having memory and resources, a retail demand forecasting program applying one or more forecasting approaches, running on the computer system and generating output, and a set of analysis programs, running on the computer system and utilizing the output, said analysis programs generating at least one of (a) order of goods from a supplier-related data, (b) allocation of the goods to be shipped by the supplier-related data, or (c) distribution of goods to selling locations-related data, the improvement comprising:

a presentation demand calendar utilized by the forecasting program to generate the output, said presentation demand calendar associating with a plurality of good-selling location pairs, data including a good identifier, a selling location identifier, and one or more presentation quantities associated with a start date and a stop date; and

an additional analysis program in the set of analysis programs generating data reported in bottom-up planning reports.

71. The improvement of claim 70, wherein the start date and the stop date are implicitly associated with a memory location in which the presentation quantity is stored.

72. The improvement of claim 70, wherein the start date and the stop date are explicitly stored.

73. The improvement of claim 70, wherein the start dates and stop dates for the one or more presentation quantities define non-overlapping periods.

74. The improvement of claim 1, wherein the start dates and stop dates for the one or more presentation quantities define non-overlapping periods.

75. The improvement of claim 70, wherein the good identifier associated with good-selling location pairs includes a good number and a good description.

76. The improvement of claim 70, further including a good description table associated with the good identifier.

1 77. The improvement of claim 70, wherein the selling location identifier
2 associated with good-selling location pairs includes a selling location number and a
3 selling location description.

1 78. The improvement of claim 70, further including a selling location description
2 table associated with the selling location identifier.

1 79. The improvement of claim 70, wherein the set of analysis programs is
2 adapted to basic retail goods.

1 80. The improvement of claim 70, wherein the set of analysis programs is
2 adapted to seasonal retail goods.

1 81. The improvement of claim 70, wherein the set of analysis programs is
2 adapted to fashion retail goods.

1 82. The improvement of claim 70, wherein the set of analysis programs operate
2 on daily or more frequent period forecasts.

1 83. The improvement of claim 70, wherein the set of analysis programs operate
2 on weekly forecasts.

1 84. The improvement of claim 70, wherein the set of analysis programs operate
2 on pairings of individual goods in individual selling locations.

1 85. The improvement of claim 70, wherein the set of analysis programs operate
2 on groups of goods in individual selling locations.

1 86. The improvement of claim 70, wherein the set of analysis programs operate
2 on individual goods in groups of selling locations.

1 87. The improvement of claim 70, wherein the set of analysis programs operate
2 on groups of goods in groups of selling locations.

1 88. The improvement of claim 70, wherein the analysis is displayed on a monitor
2 in communication with the computer system.

1 89. The improvement of claim 70, wherein the analysis is saved in a spreadsheet
2 file format.

1 90. The improvement of claim 70, wherein the analysis is printed on paper,
2 microfiche or optical media.

1 91. The improvement of claim 70, wherein the analysis is distributed by e-mail or
2 other messaging facility.

1 92. The improvement of claim 70, wherein the analysis is utilized by as input to
2 an additional process.

93. An improved management decision support system, including a computer system having memory and resources, a retail demand forecasting program applying one or more forecasting approaches, running on the computer system and generating output, and a set of analysis programs, running on the computer system and utilizing the output, said analysis programs generating at least one of (a) order of goods from a supplier-related data, (b) allocation of the goods to be shipped by the supplier-related data, or (c) distribution of goods to selling locations-related data, the improvement comprising:

a presentation demand calendar utilized by the forecasting program to generate the output, said presentation demand calendar associating with a plurality of good-selling location pairs, data including a good identifier, a selling location identifier, and one or more presentation quantities associated with a start date and a stop date; and

an additional analysis programs in the set of analysis programs generating data reported in top-down planning reports.

94. The improvement of claim 93, wherein the start date and the stop date are implicitly associated with a memory location in which the presentation quantity is stored.

95. The improvement of claim 93, wherein the start date and the stop date are explicitly stored.

96. The improvement of claim 93, wherein the start dates and stop dates for the one or more presentation quantities define non-overlapping periods.

97. The improvement of claim 1, wherein the start dates and stop dates for the one or more presentation quantities define non-overlapping periods.

98. The improvement of claim 93, wherein the good identifier associated with good-selling location pairs includes a good number and a good description.

99. The improvement of claim 93, further including a good description table associated with the good identifier.

1 100. The improvement of claim 93, wherein the selling location identifier
2 associated with good-selling location pairs includes a selling location number and a
3 selling location description.

1 101. The improvement of claim 93, further including a selling location
2 description table associated with the selling location identifier.

1 102. The improvement of claim 93, wherein the set of analysis programs is
2 adapted to basic retail goods.

1 103. The improvement of claim 93, wherein the set of analysis programs is
2 adapted to seasonal retail goods.

1 104. The improvement of claim 93, wherein the set of analysis programs is
2 adapted to fashion retail goods.

1 105. The improvement of claim 93, wherein the set of analysis programs
2 operate on daily or more frequent period forecasts.

1 106. The improvement of claim 93, wherein the set of analysis programs
2 operate on weekly forecasts.

1 107. The improvement of claim 93, wherein the set of analysis programs
2 operate on pairings of individual goods in individual selling locations.

1 108. The improvement of claim 93, wherein the set of analysis programs
2 operate on groups of goods in individual selling locations.

1 109. The improvement of claim 93, wherein the set of analysis programs
2 operate on individual goods in groups of selling locations.

1 110. The improvement of claim 93, wherein the set of analysis programs
2 operate on groups of goods in groups of selling locations.

1 111. The improvement of claim 93, wherein the analysis is displayed on a
2 monitor in communication with the computer system.

1 112. The improvement of claim 93, wherein the analysis is saved in a
2 spreadsheet file format.

1 113. The improvement of claim 93, wherein the analysis is printed on paper,
2 microfiche or optical media.

1 114. The improvement of claim 93, wherein the analysis is distributed by e-
2 mail or other messaging facility.

1 115. The improvement of claim 93, wherein the analysis is utilized by as input to
2 an additional process.